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The College Placement Council
62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Interim Report No. 2, March 1983

MIDDLE ATLANTIC REGION (MAPA)

Bucknell University
Carnegie-Mellon University
Cedar Crest College
Delaware State College
University of Delaware
Fairleigh Dickinson University - Teaneck
George Washington University
Grove City College
Lafayette College
Lehigh University
Lincoln University (PA)
Morgan State University
New Jersey Institute of Technology
Pennsylvania State University
Pennsylvania State University - Capitol Campus
University of Pennsylvania
University of Pennsylvania - Wharton Graduate School
University of Pittsburgh
Princeton University
Rutgers University - Camden College of Arts and Sciences
Rutgers University - New Brunswick
Temple University
Villanova University
Virginia State University
West Virginia University

The 185 placement offices at the 160 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Middle Atlantic region.

The data are based on salary offers made to students graduating between September 1, 1982 and August 31, 1983. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (February 5 through March 4) and cumulatively (September 1 through March 4). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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MAPA REGIONAL Interim Report No. 2 March 1983

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

By Curriculum For All Types of Employers	INTERIM PERIOD 2/5/83 THROUGH 3/4/83							CUMULATIVE PERIOD 9/1/82 THROUGH 3/4/83						
	Number Of Offers		Average $ Offers		Percentiles[1]			Number of Offers		Average $ Offers		Percentiles[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	80	590	$1540	$1575	$1650	$1542	$1417	231	2833	$1519	$1562	$1666	$1500	$1416
Business—General (incl. Mgmt.)	13	153	1626	1499	*	*	*	42	873	1557	1490	1855	1559	1250
Marketing & Distribution	3	57	1825	1403	*	*	*	21	393	1580	1402	1917	1525	1292
HUMANITIES & SOCIAL SCIENCES														
Humanities	†	8	†	1213				2	125	763	1188	*	*	*
Economics[2]	4	10	1550	1407	*	*	*	13	58	1483	1365	*	*	*
Other Social Sciences	†	8	†	1244				3	229	1215	1205	*	*	*
ENGINEERING														
Aeronautical	†	28	†	2027				2	155	2149	1960	*	*	*
Chemical	20	152	2339	2288	2466	2317	2250	58	458	2270	2278	2475	2300	2093
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	2	56	2076	1885	*	*	*	20	259	1911	1858	2167	1961	1686
Electrical (incl. Computer Engrg.)	102	852	2109	2126	2250	2150	1794	194	2431	2107	2111	2290	2150	1835
Geological	†	3	†	2247				†	16	†	2172			
Industrial	10	70	2132	2049	*	*	*	25	271	2102	2043	2250	2100	1900
Mechanical	40	388	2074	2102	2300	2167	1791	97	1225	2084	2091	2300	2150	1791
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	8	33	2204	2146	*	*	*	24	76	2236	2176	2333	2200	2090
Mining	†	†	†	†				3	13	2175	1974	*	*	*
Nuclear (incl. Engrg. Physics)	†	6	†	2098				3	29	2094	2118	*	*	*
Petroleum	†	38	†	2560				10	130	2537	2587	*	*	*
Engineering Technology	8	32	2124	2107	*	*	*	15	228	2073	2021	*	*	*
SCIENCES														
Agricultural Sciences	†	12	†	1257				1	74	1730	1344	*	*	*
Biological Sciences	†	3	†	1768				†	44	†	1451			
Chemistry	1	9	1875	1872	*	*	*	2	48	1438	1686	*	*	*
Computer Science	12	181	1919	1975	*	*	*	31	661	1984	1931	2190	2000	1769
Health (Medical) Professions	†	6	†	1597				4	103	1445	1632	*	*	*
Mathematics	7	26	1934	1772	*	*	*	14	82	2012	1712	*	*	*
Other Physical & Earth Sciences	1	7	1083	1893	*	*	*	2	37	1167	1826	*	*	*
Totals	311	2728						817	10831					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
† No offers reported.

MAPA REGIONAL Interim Report No. 2 March 1983

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

By Functional Area For All Types of Employers	INTERIM PERIOD 2/5/83 THROUGH 3/4/83							CUMULATIVE PERIOD 9/1/82 THROUGH 3/4/83						
	Number Of Offers		Average $ Offers		Percentiles[1]			Number of Offers		Average $ Offers		Percentiles[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	83	607	$1554	$1576	$1700	$1542	$1433	237	2876	$1525	$1560	$1666	$1500	$1416
Business Administration	18	93	1628	1500	*	*	*	45	510	1572	1464	2025	1575	1090
Communications	+	4	+	1342				1	50	693	1204	*	*	*
Community & Service Orgs. Work	+	6	+	1302				1	74	1730	1211	*	*	*
EDP-Programming/Systems	15	210	1949	1987	*	*	*	38	752	2008	1933	2285	2000	1769
Engineering	162	1579	2125	2133	2310	2167	1794	413	4945	2127	2114	2333	2155	1794
Farm & Natural Resources Mgmt.	+	2	+	1296				+	17	+	1353			
Finance & Economics	1	36	1625	1484	*	*	*	6	219	1515	1436	*	*	*
Health (Medical) Services	+	8	+	1535				4	125	1445	1568	*	*	*
Manufacturing &/or Industrial Opns.	2	29	2025	1893	*	*	*	4	215	2188	1907	*	*	*
Mathematics/Statistics	2	15	1708	1606	*	*	*	2	46	1708	1587	*	*	*
Merchandising/Sales Promotion	+	18	+	1200				15	319	1478	1317	*	*	*
Personnel/Employee Relations	+	5	+	962				1	35	958	1241	*	*	*
Research—Non-Scientific	+	3	+	1644				1	29	1500	1487	*	*	*
Research—Scientific	7	33	2076	1971	*	*	*	10	153	1895	1829	*	*	*
Rotational Training—Non-Technical	1	25	2159	1463	*	*	*	2	119	1930	1373	*	*	*
Rotational Training—Technical	19	20	2184	2177	*	*	*	25	64	2185	1843	2250	2175	2133
Sales—Non-Technical Degree	1	30	1575	1448	*	*	*	9	248	1410	1422	*	*	*
Sales—Technical/Scientific Degree	+	5	+	1988				3	35	1883	1961	*	*	*
Totals	311	2728						817	10831					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† No offers reported.

MAPA REGIONAL Interim Report No. 2 March 1983

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates

Inexperienced [1]

(One Year Or Less Of Full-Time, Non-Military Employment)

	INTERIM PERIOD 2/5/83 THROUGH 3/4/83							CUMULATIVE PERIOD 9/1/82 THROUGH 3/4/83						
	Number of Offers		Average $ Offers		Percentiles[1]			Number Of Offers		Average $ Offers		Percentiles[1]		
Graduate Program	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	†	50	†	$1932				5	171	$1882	$1915	*	*	*
MBA (Non-technical Undergraduate)	1	82	$1750	1978	*	*	*	10	327	1876	1936	*	*	*
MBA (Technical Undergraduate)	1	19	2375	2401	*	*	*	2	64	2388	2263	*	*	*
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	1	6	2033	2209	*	*	*	5	44	2177	2018	*	*	*
Industrial Mgmt. (incl. Industrial Admin.)	†	†	†	†				†	8	†	2182			
Administration (incl. Public, Hospital, etc.)	†	2	†	1583				†	23	†	1936			
HUMANITIES & SOCIAL SCIENCES														
Humanities	†	†	†	†				†	12	†	1595			
Social Sciences	†	2	†	2063				3	33	1874	1652	*	*	*
ENGINEERING														
Chemical	2	10	2450	2486	*	*	*	4	23	2431	2458	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	†	3	†	2169				†	18	†	2289			
Electrical (incl. Computer Engrg.)	2	58	2413	2458	*	*	*	5	163	2284	2418	*	*	*
Industrial	†	4	†	2407				1	25	2370	2347	*	*	*
Mechanical	2	46	2250	2457	*	*	*	6	122	2357	2406	*	*	*
Nuclear (incl. Engrg. Physics)	†	1	†	2458				†	10	†	2222			
SCIENCES														
Chemistry	†	†	†	†				2	5	2200	2141	*	*	*
Computer Science	†	11	†	2345				5	48	2219	2303	*	*	*
Geology & Related Geological Sciences	†	4	†	2291				2	30	2505	2425	*	*	*
Mathematics	†	†	†	†				1	5	2025	2039	*	*	*
Metallurgy (incl. Mat. Engrg., Materials Engrg. / Science & Ceramics)	1	5	2509	2455	*	*	*	3	7	2479	2456	*	*	*
Totals	10	303						64	1139					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

Graduate Program	INTERIM PERIOD 2/5/83 THROUGH 3/4/83							CUMULATIVE PERIOD 9/1/82 THROUGH 3/4/83						
	Number Of Offers		Average $ Offers		Percentiles[2]			Number Of Offers		Average $ Offers		Percentiles[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	*	14	*	$2056				*	71	*	$2062			
MBA - Tech Undergraduate	*	5	*	1967				*	23	*	2534			
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	*	20	*	2305				*	58	*	2171			
MBA - Tech Undergraduate	*	5	*	2520				*	13	*	2370			
Over 4 years														
MBA - Non-Tech Undergraduate	*	9	*	2225				*	45	*	2350			
MBA - Tech Undergraduate	*	1	*	3333				*	10	*	2912			
Totals	-----	54						-----	220					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	3	10	$3266	$3134	*	*	*	9	19	$3089	$3097	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	*	1	*	3133				1	4	2334	2712	*	*	*
Electrical (incl. Computer Engrg.)	*	13	*	3205				3	39	2885	3129	*	*	*
Mechanical	*	4	*	3225				1	11	2791	3172	*	*	*
SCIENCES														
Chemistry	*	8	*	2781				3	41	1968	2352	*	*	*
Mathematics (incl. Ops. Research, Statistics, & Actuarial Science)	1	2	2941	2693	*	*	*	1	12	2941	2504	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg. / Science & Ceramics)	*	1	*	3291				*	4	*	3042			
Physics	1	7	3125	2876	*	*	*	2	29	2771	2902	*	*	*
Totals	5	46						20	159					

[1] Years of full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† No offers reported.

AVERAGE MONTHLY SALARY OFFERS MARCH 1983 MAPA REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER INTERIM PERIOD 2/5/83 THROUGH 3/4/83 PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO. MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1537 1650 1433	68	1396	6			1815	1				
BUSINESS - GENERAL			1409	2	1708	1					1621	2
MARKETING/DISTRIBUTN					1750	1					1575	1
HUMANITIES												
ECONOMICS	1500	2	1625	1							1575	1
OTHR SOCIAL SCIENCES												

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER

MARCH 1983 MAPA REGIONAL INTERIM REPORT NUMBER 2

INTERIM PERIOD 2/5/83 THROUGH 3/4/83

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AERONAUTICAL						
CHEMICAL				2157 1		
CIVIL -CNSTR/SAN/TRP				1985 1		
ELECTRICAL -COMPTR			2130 2	2151 52 2233 2080		
GEOLOGICAL						
INDUSTRIAL				2105 6		2050 1
MECHANICAL				2138 11	2325 5	
METALLURGICAL				2310 1		
MINING						
NUCLEAR -ENGRG PHYS						
PETROLEUM -NATL GAS						
ENGINEERING TECH				2066 3		2158 3

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER

MARCH 1983 MAPA REGIONAL INTERIM REPORT NUMBER 2

INTERIM PERIOD 2/5/83 THROUGH 3/4/83

PART 1 - PAGE 3

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO.MECH-EQPT	BLDG MATERIAL
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES						
CHEMISTRY						
COMPUTER SCIENCE			1934 4	2036 4		
HEALTH (MED) PROFSNS						
MATHEMATICS				2104 2		
OTHR PHYSCL/EARTH SC						

AVERAGE MONTHLY SALARY OFFERS — MARCH 1983 MAPA REGIONAL INTERIM REPORT NUMBER 2
BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/5/83 THROUGH 3/4/83 — PART 2 - PAGE 1

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING			1675	2							1700	3
BUSINESS - GENERAL			1650	3							1855	2
MARKETING/DISTRIBUTN	2150	1										
HUMANITIES												
ECONOMICS												
OTHR SOCIAL SCIENCES												

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER

MARCH 1983 MAPA REGIONAL INTERIM REPORT NUMBER 2

INTERIM PERIOD 2/5/83 THROUGH 3/4/83

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
AERONAUTICAL						
CHEMICAL	2342 15			2292 1		2475 2
CIVIL -CNSTR/SAN/TRP	2167 1					
ELECTRICAL -COMPTR	2300 1	2171 2250 2125 23			2159 2	2250 1
GEOLOGICAL						
INDUSTRIAL	2200 1	2189 1				
MECHANICAL	2300 3	2015 4	2300 1		2175 1	
METALLURGICAL	2291 1	2185 1			2144 4	2275 1
MINING						
NUCLEAR -ENGRG PHYS						
PETROLEUM -NATL GAS						
ENGINEERING TECH		2155 1				

AVERAGE MONTHLY SALARY OFFERS — MARCH 1983 MAPA REGIONAL INTERIM REPORT NUMBER 2
BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/5/83 THROUGH 3/4/83 — PART 2 - PAGE 3

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES						
CHEMISTRY				1875 1		
COMPUTER SCIENCE					1879 2	
HEALTH (MED) PROFSNS						
MATHEMATICS		1958 2				
OTHR PHYSCL/EARTH SC			1083 1			

AVERAGE MONTHLY SALARY OFFERS MARCH 1983 MAPA REGIONAL INTERIM REPORT NUMBER 2
BY CURRICULUM & EMPLOYER INTERIM PERIOD 2/5/83 THROUGH 3/4/83 PART 3 - PAGE 1

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
ACCOUNTING						
BUSINESS - GENERAL	1733 2				1250 1	
MARKETING/DISTRIBUTN						
HUMANITIES						
ECONOMICS						
OTHR SOCIAL SCIENCES						

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER

MARCH 1983 MAPA REGIONAL INTERIM REPORT NUMBER 2

INTERIM PERIOD 2/5/83 THROUGH 3/4/83

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL												
CHEMICAL			2250	1								
CIVIL -CNSTR/SAN/TRP												
ELECTRICAL -COMPTR	2191	7			2319	3	1627	11				
GEOLOGICAL												
INDUSTRIAL					2250	1						
MECHANICAL					2137	6	1728	9				
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH					2166	1						

AVERAGE MONTHLY SALARY OFFERS MARCH 1983 MAPA REGIONAL INTERIM REPORT NUMBER 2
BY CURRICULUM & EMPLOYER INTERIM PERIOD 2/5/83 THROUGH 3/4/83 PART 3 - PAGE 3

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES						
CHEMISTRY						
COMPUTER SCIENCE			2275 1	1114 1		
HEALTH (MED) PROFSNS						
MATHEMATICS			2089 2	1379 1		
OTHR PHYSCL/EARTH SC						

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1983 MAPA REGIONAL INTERIM REPORT NUMBER 2

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 2/5/83 THROUGH 3/4/83

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
MBA - NON-TECHNICAL	1750 1					
MBA - TECHNICAL						

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 2/5/83 THROUGH 3/4/83

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
MBA - NON-TECHNICAL						
MBA - TECHNICAL	2375 1					

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 2/5/83 THROUGH 3/4/83

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MBA - NON-TECHNICAL						
MBA - TECHNICAL						